

The Next-Gen 360° Concreting Solutions

AJAX
MAKES CONCRETE SENSE

R.N.I No. MAHENG/2010/36246

Infrastructure Line

(The Newspaper Connecting Infrastructure Business)

July 2021 | Vol. 10 | Issue 11

Rs. 80/-

Regd. No. MNE/272/2020-22 Posted at Chembur HPO Mum. 400071 on 9th, 10th & 11th of every month

MServiceTM

Selfservit Solutions Pvt. Ltd.

Improve field performance using MService Mobile Application

- ✓ Track Engineer Availability, Location & Utilisation
- ✓ Engineer reporting from field (Call, Job, Project)
- ✓ Capture Spares, Consumables, Time spent

- ✓ Electronically prepare field service reports with signatures
- ✓ Realtime escalations to management on delays
- ✓ Pull / Push performance info. to your ERP / CRM / DMS System

No. 106, NSIC Technology Park, Ekkattuthangal, Guindy, Chennai
 Call : +91-93412-52912 Email : sales@msservice.in visit us : www.msservice.in

GRATINGS

Indiana

Indiana Gratings Pvt. Ltd.

Indiana House, Marol Naka, Andheri East, Mumbai, PIN.- 400059, India.
 Tel. -+91-22-2850 5857 /4743 Fax.- +91-22-2850 5154
 Email :sales@indianagroup.com

READY-FIX HANDRAILS

FABRICATED BEAMS

CABLE MANAGEMENT SYSTEM

SUPPORT SYSTEM • HARDWARE • ACCESSORY • TRUNKING

www.indianagroup.com

Vinfab Engineers India Private Limited

AN ISO 9001:2015 CERTIFIED COMPANY

510, 5th Floor, Sanjar Enclave, Opp. Milap Cinema,
 Nr. Shoppers Stop, SV Road, Kandivali (W) Mum. 67.
 Telefax : +91-22-42950150/1/2/3
 Mob.: +91-9867552055, 9322246667, 8879240407
 E-mail : dkandhari@vkindia.com, connect@vkindia.com
 Web : www.vkindia.com

- One of the leading Hot Dip Galvanizers in Mumbai having experience of more than 4 decades.
- Hot Dip Galvanizing is being carried out as per IS2629/2633 & ASTM123 specifications.
- Best Quality Workmanship and Timely Delivery is our Assurance.

Leading Manufacturer of :

Our Clients : NPCIL, BARC, BPCL, HPCL, ONGC, RELIANCE, L & T, JSW, TOYO, RCF, NTPC, SIEMENS, ABB

HOT DIP GALVANIZING

Design, Manufacturer and Suppliers of Conveyors and Turnkey Projects

Consistent delivery in Material Handling is a result in :

- Expertise, commitment and faith in the product and in the future of Material Handling.
- Innovative technology and continuous up gradation of the design procedures.
- Active after-sales service.
- Meeting realistic delivery schedule.



COBIT
ENGINEERING PVT. LTD.

10, Shah Industrial Estate, Govandi (E), Deonar, Mumbai 400088.
 Tel.: 022-4221 1300 (99 Lines) Fax : 022-4221 1345
 E-mail : cobit@cobitengg.net Website : www.cobitengg.com



BEML has the highest indigenous content in its construction and mining machinery among all players, and this is one of the major factors in ensuring cost competitiveness

Mr. M. V. Rajasekhar
CMD - BEML LIMITED

Q-1. Out of the 3 major verticals BEML operates in, which was the vertical which was functional as usual during the recent pandemic?

Ans. For the year FY2020-21, even with the difficulties caused by the 1st wave of the COVID Pandemic, BEML recorded a highest ever turnover reporting an overall growth of more than 15% compared to previous FY.

The rapid spread of the pandemic during 2nd wave resulted in partial/complete lockdown in many parts of the country, did pose severe challenges to the industry due to disruptions in supply chain and logistics.

At BEML notwithstanding the impact, all the three business verticals i.e., Defence & Aerospace; Mining & Construction and Rail & Metro, functioned with constraints and company as a whole witnessed an

overall growth of over 14% compared to previous year of same period.

Q-2. Being an old brand in Mining and Construction machinery, how do you look to make your products cost competitive to own and operate for the highly price sensitive Indian market?

Ans. With the ever-increasing competition in the retail market, competitive pricing is the key to survival and grow the business.

BEML has the highest indigenous content in its construction and mining machinery among all players, and this is one of the major factors in ensuring cost competitiveness.

We are continuously striving to reduce cost through standardization, improved processes, tooling and alternate sourcing backed by our extensive test facilities at our R&D centre at



KGF. Further, we have launched Industrial Design Centre (IDC) to:

- Focus on implementing Industrial Design and human factors in all products.
- Global benchmarking for Industrial Design and ergonomics and integration with R&D and manufacturing.
- Hub for exchange of creative ideas and concepts to provide the 'design-edge' for better market and user acceptance.

Further, we are focussing on

providing latest innovative technologies viz., Artificial Intelligence which are suitable for Indian mining conditions and with competitive pricing.

We believe in delivering best value for our customers in all the products and services we offer. The products developed through our own in-house R&D centre are extensively tested for customer satisfaction and desired optimization.

Local availability of spare parts and service support for all aggregates including engine, transmission, axle and hydraulics, ensures the life cycle costs are most competitive in the market.

Q-3. Preventive and periodic maintenance and proximity to customer have become major USP's? How do you look at these important aspects?

Ans. BEML with its wide-spread marketing network through 12 Regional Offices, 14 District Offices, 6 Activity Centres and 5 Service Centres across the country, provides 24x7 product support to customers. BEML has deployed service engineers at pit-heads to closely monitor the health of the equipment.

BEML's 5 Service Centres and spare part depots are established strategically based on the population of the equipment focussing on affordable logistics and ensuring the customers speedy resolution of service issues.

Also, we offer different types of services contracts to customers based on their requirement to maintain the availability of the equipment and enhance their productivity,

- Maintenance Contracts, viz.,
- a. Maintenance and Repair Contract (MARC)
- b. Guaranteed Parts Consumption Contract (GPCC)
- c. Full Maintenance Contract (FMC)
- d. Cost Cap Contract (CC)
- e. Annual Maintenance Contract (AMC)

In some of the above contract the contract period ranges from 3 to 17 years.

- Recon Exchange of Aggregates
- Rehabilitation of used equipment
- Upgradation of equipment

Moreover, service teams are



BE1800D Hydraulic Excavator



BE210LC Hydraulic Excavator



BD50HST Dozer

present at all locations to train the equipment operators at projects and also, we have installed simulator-based training technology at selected locations to impart best training on equipment maintenance.

In addition, to monitor the equipment and its health from remote locations, Artificial intelligence (AI) based 'Predictive Maintenance System' have been introduced on mining equipment through 'Data Analytics & Telematics'.

Q-4. What are the special strategies adopted to make your esteemed presence back in the local and overseas markets after the global pandemic?

Ans. There was not much impact on mining equipment business due to Covid-19; as the mining industry especially the coal mining industry was functioning as an essential service. BEML was able to meet the customers' requirements even during global pandemic notwithstanding some hiccups in supply chain due to prolonged lockdown.

However, the construction equipment segment was impacted during first quarter of

Interview contd. on page 16 ▶



UMEX™
USED MACHINERY EXPO
www.umexonline.com
15th International Exhibition on
Pre-owned Machinery Expo
3-5 DECEMBER 2021
MOMBAY EXHIBITION CENTRE,
MUMBAI, INDIA

**Asia's Largest
Pre-owned
Machinery Expo**


METAL


CONSTRUCTION


MACHINE TOOLS


PRINTING


TEXTILES

CO-LOCATED SHOWS:


WORLD OF METAL


CWE


IMEX


TECH INDIA


HAND TOOLS EXPO


FASTENER EXPO

Contact Us: **Hyve India Private Limited**
(CIN: U92490DL2004PTC124343)
Innov8, 2nd Floor, 44, Regal Building
(Above Madame Tussauds Wax Museum)
Outer Circle, Connaught Place, New Delhi-110001, INDIA
Email: info.india@hyve.group
Website: india.hyve.group, www.hyve.group

Supported by **WMF™**
WORLD METAL FORUM
**A Step Forward
the Industry**

Interview contd. from page 6

this financial year due to lockdowns. We are hopeful that with Government's Infrastructure Development plans, the business is likely to pick up and the sector will witness growth in the near future.

B E M L's support to customers during the peak pandemic period to keep the equipment running was very much appreciated and that provided confidence to the customers, to have a long term business relations with the company.

B E M L has a dedicated International Business Division (IBD) and exported its products to over 68 countries across the globe and is working resolutely to cater to the need of the global customers. Further, B E M L have recently received export orders from Cameroon and Bangladesh.

Q-5. What has been your contribution to this industry vertical and where you foresee yourself in the coming next three years?

Ans. Keeping in view of the growing market demand from the Mining Industry and with its continuous efforts towards improvisation of existing products and development of

new products, B E M L has recently developed and manufactured various higher capacity mining equipment in-line with the Government's policy of 'Make in India' with the vision of 'Aatmanirbhar Bharat'.

Also, efforts are on to develop and manufacture higher capacity mining equipment like Rope Shovel and Draglines in the coming years.

B E M L's Mining & Construction business is expected to grow at CAGR of 14% and contribute to the company's CAGR of 31%, over the next three years.

Further, we are committed to manufacture more and more products indigenously to achieve the following objectives:

- Reduce dependency on imported Mining & Construction equipment
- Productivity improvement at Customer site
- Ease of Operation / Maintenance of Equipment
- Reducing the Operation Cost
- Technology & Skill development in the country
- Local employment generation
- Contribute to Country's GDP
- Towards a self-reliant India

contd. from page 7

Hindustan Zinc Limited

Sequentially, revenue was down 5%, primarily driven by lower zinc, lead and silver volumes, lower metal premium, partly offset by higher zinc & lead LME prices and rupee depreciation. Zinc volume was down 5% and lead & silver volumes were both down 21% each. This was mainly due to lack of operator availability in view of second wave of covid-19. Zinc LME prices were sequentially up 6%, while lead prices were up 5%.

Zinc cost of production before royalty (COP) during the quarter was \$1,070 (Rs. 78,952) per ton, higher by 5% y-o-y, (up 3% in INR terms and up 13% sequentially in USD terms (up 14% in INR terms). The increase in COP is primarily due to surge in input commodity prices.

Sequentially there was an increase in coal and diesel prices, cement prices as well as higher power costs coupled with lower volumes leading to an upward pressure on COP which was only partly offset by higher sulphuric acid credits and lower met coal cost.

EBITDA for the quarter soared to INR 3,558 Crore, up

123% y-o-y and down 8% sequentially. Year-on-Year EBITDA was up on account of higher Zinc Lead LME and increase in Silver prices as well as higher metal premiums. Sequentially EBITDA was lower on account of lower revenue, and higher costs.

Net profit for the quarter was INR 1,983 Crore, up 46% y-o-y and down 20% sequentially. Increase was mainly driven by recovery in metal prices and higher volumes.

Outlook for FY22

We maintain our below mentioned guidance on operational & financial metrics for the fiscal year 2022. In light of rising input commodity prices, management is closely monitoring the situation and taking all necessary actions to combat it.

Both mined metal and finished metal production in FY2022 is expected to be c.1025-1050 Kt each.

FY2022 saleable silver production is projected at c.720 MT.

Zinc cost of production in FY2022 is expected to remain below \$1000 per MT.

The project capex for the year is expected to be approximately US\$100 million.

Projects Update

Digitalisation drive across all mines continued during the quarter. Initiatives such as setting up of digital control room with short interval control to Reducing stope cycle time, Online analyser for impurity tracking to maintain higher current efficiencies are underway.

Post integration, the shafts at Rampura Agucha mine and Sindesar Khurd mine are fully operational. Ventilation & cooling systems (chiller units) have been deployed to facilitate the same in a seamless manner. Moreover, increased usage of Advanced Process Control (APC) at both SK and RD Mills for purpose of grinding are used to improve recoveries.

Covid-19 restrictions including stringent visa guidelines for Chinese nationals continued during the quarter which resulted in a delay in the commissioning of the Fumer plant at Chanderiya. We expect Fumer commissioning to be completed by end of November 2021.

Liquidity and investment

As on June 30, 2021, the Company's gross investments and cash & cash equivalents were Rs.23,902 Crore as compared to Rs.22,308 Crore at the end of the fourth quarter (Mar'21).

The Company's net investments and cash & cash equivalents as at end of June 30, 2021 was Rs.17,249 Crore as compared to Rs.15,130 Crore at the end of the fourth quarter (Mar'21) and was invested in high quality debt instruments.

For further information please contact:

Ms. Dipti Agrawal

Head - Corporate Communications
Hindustan Zinc Limited
Dipti.agrawal@vedanta.co.in

Ms. Shweta Arora

Head - Investor Relations
Hindustan Zinc Limited
Shweta.arora@vedanta.co.in

Innovative Crushing Solutions

PROMAN

Crushing Solutions by Professionals



PROMAN Lippmann Jaw



PRO Cone



PROMAN REMCO VS1



PROMAN Finescreen



PROMAN Ortnier

- PRODUCE CUBICAL AGGREGATE
- CRUSH & SHAPE
- MAKE SAND
- REMOVE SUPERFINES
- WASH SAND
- LOWEST COST PER TONNE
- LEADERS IN MANUFACTURED SAND



Proman Infrastructure Services Pvt. Ltd.

No. 5, KIADB, Kumbalagodu,
Phase 2, Bangalore 560 074.
Phone: 0091-80-28437957/ 68/ 69
Fax: 0091-80-28437971
Mobile: 91-9844262870
Email: promaninfi@yahoo.com



EXCON at 2015



www.promaninfi.com



PROFAB
CABLE MANAGEMENT SYSTEMS
AN ISO 9001:2008 COMPANY



Head Office :

Profab Engineers Pvt. Ltd.

W-310, T.T.C. Industrial Area Road, Service Road Adj. to Water Pipeline Road,
Opp. Anthony Garage, Rabale, Navi Mumbai - 400 701. INDIA.
Telephone : +91-22-27692790 / 27604359 / 27604360 Fax : 27607298
Email : enquiry@profabengineers.com Web : www.profabengineers.com